

Celebrating 140 Years

WINDSOR-ESSEX REGIONAL

Chamber of Commerce

ANNUAL REPORT
2015-2016

windsorsexchamber.org

519-966-3696

OUR VISION – As the recognized champion of business the Windsor-Essex Regional Chamber of Commerce influences the course of economic events in the region.

OUR MESSAGE – MAKING A DIFFERENCE

Over the past 12 months, the Windsor-Essex Regional Chamber of Commerce (WERCC) has worked to make unique and significant contributions in shaping our regional economy and improving the quality of life in the business community of Windsor and Essex County.

With our members continued support, the 2015-2016 year was one of big accomplishments for our Chamber. We are proud of the attention our advocacy efforts received this past year, and the positive impact we have made in influencing decisions that help your businesses and organizations succeed and thrive.

In May 2016, the WERCC won our fifth Ontario Chamber of Commerce (OCC) award in four years. This was for Advocacy Excellence and Community Leadership in bringing together business, labour and academia to push for an auto strategy.

Our Small Business Task Force did great work on advocating for less red tape for local business. We started the ongoing Small Business Too Big To Ignore campaign with the OCC.

In partnership with the OCC, we released *Breaking Barriers: Ontario's Scale Up Challenge*, identifying major roadblocks preventing Ontario businesses from expanding and presents recommendations to best support business owners in taking their ventures to the next stage.

We spent a lot of time advocating on the cost of doing business in Ontario, including keeping the pressure on several issues: Hydro One sale, ORPP, Cap & Trade, and the cost of electricity.

In April, the WERCC attended a Queen's Park Advocacy Day in Toronto, participating in a series of meetings with politicians and government officials advocating on several Windsor-Essex region issues.

We started the advocacy work on steel and unfair trading practices by foreign governments by amending a resolution on steel (Support Ontario's Steel Industry and its Supply Chain Clusters) at the OCC AGM.

We are continuing to forge ahead with these issues and are committed to improving the quality of our services to exceed our current and future members' expectations.

Our valued volunteers are also an integral and vital part of the Windsor-Essex Regional Chamber of Commerce. Your tireless work, support, and efforts are greatly appreciated.

Thank you to our sponsors. Your ongoing support is something we never take for granted and allows us to continue as the award-winning Windsor-Essex Regional Chamber of Commerce.

Sincerely,



Matt Marchand
President & CEO



Dr. Janice Forsyth
Chair, The Board of Directors

MEET OUR 2015/2016 BOARD OF DIRECTORS

<p>Dr. Janice Forsyth Chair * President, Foresight Management Consulting</p>	<p>Mr. Jeffrey MacKinnon Chair-Elect* Partner, McTague Law Firm LLP</p>
<p>Mr. Marty Beneteau Director Vice-President Editorial, Southwest Region, Postmedia Editor-in-Chief, Windsor Star</p>	<p>Mr. John Clark Treasurer* Chair, Finance & Taxation Committee Partner, Clarks LLP</p>
<p>Mr. Adam Davis Vice Chair* President, Next Dimension Inc.</p>	<p>Mr. Irfan Daya Director Chair – Finance & Taxation Committee Vice President, Commercial Financial Services & Agriculture, Royal Bank of Canada</p>
<p>Mr. Steve Deneau Director Vice President Business Development, WFCU Credit Union</p>	<p>Mr. David Diemer Director Chair – Energy & Environment Committee Associate, Dillon Consulting Limited</p>
<p>Mr. Romeo Girardi Director Executive Vice President, Farrow</p>	<p>Mr. Carl Hooper, CPA, CA Director Assurance and Advisory Partner, Collins Barrow Windsor LLP</p>
<p>Mr. Jason Ilijanic Director Director, Commercial Services WFCU Credit Union</p>	<p>Mr. Scott Jenkins Director Director of Advertising, Caesars Windsor</p>
<p>Ms. Maureen Lucas Vice-Chair** President, Lucas Professional Search Group</p>	<p>Mr. Rocco Lucente P Eng Director Chair – Transportation Committee Owner, R. Lucente Engineering Inc.</p>
<p>Dr. Francine Schlosser Director Professor, Odette School of Business Director, Research and Interdisciplinary Learning, EPICentre, University of Windsor</p>	<p>Ms. Andrea Seguin Director District Manager, Union Gas Limited</p>
<p>Mr. Owen Stibbard Director Chair- Membership Committee Scientific Specialist, Jamieson Natural Sources Vitamins</p>	<p>Dr. Alfie Morgan Director Emeritus Non-Voting Professor Emeritus of Business Administration, University of Windsor</p>

* Denotes member of Executive Committee

YEAR IN REVIEW – POLICY AND ADVOCACY

2015-2016 was a stellar year by any objective measure for the Windsor-Essex Regional Chamber in Policy and Advocacy.

CAMPAIGNS

Auto Strategy

- May 15, 2016: Held our highly successful and award winning Policy & Solutions Forum event, building on our national auto strategy campaign along with our partners (University of Windsor, Unifor and St. Clair College) providing valuable advice and feedback to Ray Tanguay, the national automotive advisor, and Deputy Premier the Hon. Deb Matthews.

Immigration and Skills Gap

- In partnership with the Ontario Chamber of Commerce (OCC), we released a report (Passport to Prosperity: Ontario's Priorities for Immigration Reform), presenting a series of recommendations designed to reduce Ontario's costly skills gap and improve the labour outcomes of immigrants in the province.

PACA

- Took a leadership role for our small and medium sized agriculture firms to get compensated in the event of payment default. The Windsor-Essex Regional Chamber of Commerce led the way in getting Ontario and national support for PACA type legislation to be introduced in Canada.

Single Sports Betting

- We will join with our partners to continue to advocate for its successful passage in the next parliament.

TPP

- One of the few Chambers to openly oppose TPP in its current form, particularly as it relates to automotive. It appears that this trade agreement will not happen.

Cost of Doing Business: Electricity

- The rising cost of electricity is a top concern among WERCC membership. WERCC and the OCC offered comprehensive solutions to the government to get power costs down.

Cost of Doing Business: ORPP (Ontario Retirement Pension Plan)

- The ORPP has been cancelled.

Cost of Doing Business: Cap & Trade

- The plan is for this to take effect on January 1. The WERCC is asking for a deferral for one year.

YEAR IN REVIEW – POLICY AND ADVOCACY

DEBATES

All Candidates Debate for Federal Election

- Partnered with Unifor and hosted approximately 275 guests at the All Candidates Debate on September 30, 2015 and included the candidates from all three Windsor and Essex County ridings, helping our members and the community put key issues and ideas to the candidates.

TOWN HALL

- Engaged and informed our members and the community with the interactive town hall as well as numerous speaking engagements.

SECOND BI-ANNUAL POLICY & SOLUTIONS FORUM

- Brought together business, labour and academia for a successful Policy & Solutions Forum that provided ideas and feedback to Auto Czar Ray Tanguay and Deputy Premier Deb Matthews.

During the 2015-2016 fiscal year, the Windsor-Essex Regional Chamber of Commerce worked hard to be the hub of business connectivity and top shelf advocacy for the region and will strive to create an environment where Windsor-Essex County business can succeed.

For further details please visit: http://www.windsor-essexchamber.org/in_the_news/media-releases

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE STAFF

Matt Marchand President & CEO	Marianne Burke Director of Events	Sherri Gowman Director of Sales and Marketing
Lindsey Rivait Communications Coordinator	Barbara Malmberg Event Coordinator	Caitlin Hildenbrand Assistant to Director of Sales & Marketing
Concetta DiCesare-Cafueri Finance and Office Administration	Igor Siljanoski Policy Manager	

YEAR IN REVIEW – MEMBERSHIP SERVICES AND DEVELOPMENT COMMITTEE

Mandate: The Membership Services & Development Committee makes recommendations and implements upon approval, services that add value to the Chamber's membership in order to contribute to the economic success of member businesses. The committee works in partnership with Chamber staff and other committees to attract new members and increase retention.

In 2015/2016, the Membership Services & Development Committee coordinated 7 events for the Chamber's membership. Working in partnership with Chamber members, the committee provided event attendees informational lunch and learn sessions on topics such as; exit and succession planning, grant writing and cyber fraud protection. Breakfast networking events were also held for members to present their business or organization to a captive audience. All events were well-received, with over 260 registrants attending.

Thank you to our event hosts and sponsors this year, for making our events a great success!



University
of Windsor
Catering Services



The committee utilizes the Event Satisfaction and Exit Survey previously developed. Feedback received is used to monitor value for membership investment in order to achieve maximum membership retention and growth.

Thank you to our valued 2015-2016 committee members who volunteered their time to coordinate and provide these educational presentations and networking opportunities to our members.

2015-2016 Membership Services & Development Committee Volunteers: Owen Stibbard (Chair), Bill Sivell, Stephanie DiFederico, Karen Gill-Gore, Lorraine Goddard, Jacqueline Regan, Shannon Rickwood & Scott Defoe

Staff Contacts: Sherri Gowman, Caitlin Hildenbrand

PROUD TO WELCOME OUR NEW TIERED MEMBERS*

Gold Circle Membership Program



Pillar Membership Program



Community Builder Membership Program



Connector Membership Program



* Tiered members as of June 30, 2016.

YEAR IN REVIEW - EVENTS



September 2015

September After Business @ Bull & Barrel – September 24, 2015

Sponsored by



Federal Election Debate @ Caboto Club – September 30, 2015

Three Ridings, Three Debates, Nine Candidates on the business issues. Moderator, Craig Pearson, Windsor Star

Sponsored by



October 2015

Accessing Global Talent Information Breakfast @ Caboto Club – October 2, 2015

Partnering with

Réseau de soutien à l'immigration francophone du Centre Sud Ouest de l'Ontario, Windsor Essex Local Immigration Partnership, Workforce WindsorEssex, Collège Boréal, New Canadians' Centre of Excellence Inc., Citizenship and Immigration Canada, Fédération des Communautés Francophones et Acadiennes, Destination Canada, and the Government of Ontario.

Ontario Architect Association Luncheon @ Art Gallery of Windsor – October 14, 2015

Architecture is an Economic Driver

Sponsored by

Ontario Association of Architects

October After Business @ Glos & Associates – October 22, 2015

Sponsored by



YEAR IN REVIEW - EVENTS



October 2015 (cont'd)

16th Annual ATHENA Scholarship Luncheon @ Caboto Club – October 23, 2015

Featuring Keynote Speaker Patti France, St. Clair College of Applied Arts & Technology President

Sponsored by



Anne & Clare E. Winterbottom
Loris Macor



November 2015

139th Annual General Meeting @ Caboto Club – November 20, 2015

Featuring Guest Speaker Michael Cautillo, Windsor Detroit Bridge Authority President & CEO

Sponsored by



December 2015

Air Canada Luncheon @ Canadian Club Brand Centre – December 2, 2015

Featuring Guest Speaker Kevin Howlett, Windsor Air Canada Senior Vice President Regional Markets

Sponsored by



OCC Electricity Round Table and OCC Minister's Employers Round Table @ WERCC – December 3 & 15, 2015

Sponsored by



YEAR IN REVIEW - EVENTS



December 2015 (cont'd)

Holiday Party 2015 @ Caesars Windsor – December 11, 2015

Sponsored by



December After Business Networking Evening @ The Windsor Club – December 17, 2015

Sponsored by



January 2016

26th Anniversary BEA News Conference & Reception @ The Windsor Star News Café – January 12, 2016



Sponsored by



February 2016

After Business @ Crown Royal Lounge – February 18, 2016

Sponsored by



YEAR IN REVIEW - EVENTS



March 2016

Warden's Lunch @ Ciociaro Club – March 4, 2016

Featuring Guest Speaker Tom Bain, Essex County Warden

Sponsored by



April 2016

Regional After Business @ Caesars Windsor – April 14, 2016

WINDSOR-ESSEX REGIONAL
Chamber of Commerce

Partnering with

Sponsored by



26th Anniversary Business Excellence Awards @ Caesars Windsor – April 20, 2016

Sponsored by



YEAR IN REVIEW - EVENTS



May 2016

Policy Forum @ Caboto Club – May 11, 2016

Sponsored by

Event Sponsors



After Business @ The Riverside Keg – May 12, 2016

Sponsored by

Sponsored by



June 2016

June After Business @ Silver Tee Golf & Virtual Gaming Centre – June 9, 2016

Sponsored by



80th Annual Golf Tournament @ Kingsville Golf and Country Club – June 20, 2016

Sponsored by



YEAR IN REVIEW - EVENTS



June 2016 (cont'd)

Chamber Gala and Lifetime Achievement Award @ St. Clair Centre for the Arts – June 24, 2016

Celebrating Outgoing WERCC Chair, Dr. Janice Forsyth and Lifetime Achievement Award Recipient, Peter Hrastovec, Partner at Shibley Righton

Sponsored by



Thank You

To our event guests, our generous sponsors and our valued volunteer members of our 2015-2016 events committees, without your support we could not host our first class business events.

After Business Committee: Kelly McWhinnie-St. Denis (Chair), Paul Schlosser, Jennifer Charron, Gordon Orr, Alana Fryer, Cara Kennedy, Raquel Rankin, Ben Iannetta, Michelle Benvegnu

Business Excellence Awards Committee: Natalie Henderson (Chair), Beverly Becker, Kelly Blais, Shelby Colarossi, Keith Chinnery, Marlene Corey, Gisèle Levasseur, Jonathan ROUNG, Jason Toner

Golf Committee: Diana Coley, Cara Kennedy, Bethany Jessop, Blake Vandenharn

Staff Contacts: Marianne Burke, Barbara Malmberg